

WEEKLY COMPLIANCE TRACKING

Mark ✓ for weeks with all 9 compliance items passed

Compliance Item	Wk:1	Wk: 2	Wk: 3	Wk: 4	Wk: 5	Wk: 6	Wk: 7	Wk: 8	Wk: 9	Wk: 10	Wk: 11	Wk: 12	Wk: 13
Van Cleanliness													
Paperwork Submitted													
Estimate Follow-ups													
Zero Callbacks													
No Complaints													
No Bad Driving													
Drug Screening													
No OSHA Violations													
80% PACE Training													
BONUS ELIGIBLE													

INSTRUCTIONS

How to Use This Chart:	Quarterly Goals:	
1. Admin provides weekly revenue numbers	■ Achieve \$84,500 total revenue (13 weeks × \$6,500)	
2. Plot your revenue with a dot on the chart	■ Maintain average revenue ≥\$6,500/week	
3. Connect dots to see your trend line	■ Generate 32-39 Google reviews (2.5 avg × 13 weeks)	
4. Mark ✓ for compliance items you completed	■ Maintain compliance (all 9 items weekly)	
5. Compare performance to target lines	■ Keep callback rate under 2%	
6. Bring to weekly coaching sessions	■ Earn bonuses 4+ weeks (≥\$7k sales)	
7. Celebrate when you exceed targets!	■ Maintain 80%+ PACE training score	
8. Focus improvement on areas below target		